



Thailand AERA Annual Activities Report
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Accelerated Economic Recovery in Asia
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ANNUAL REPORT OVERVIEW

USAID's Accelerating Economic Recovery in Asia program was created to promote the recovery of a sustainable economy in Thailand and other countries in the region. USAID and the Kenan Institute Asia (KIASIA) signed a cooperative agreement in September 1999 providing for the management and funding of the AERA projects in Thailand. These projects emphasize recovery and reform through improvements in business practices, the social safety network, and human capacity building. KIASIA and its various partner organizations successfully established all of the projects planned for AERA, hiring staff, setting up organizations and procedures and beginning activities. Conducting a variety of innovative projects and working with partners from the United States public and private sectors, as well as Thai organizations and government, AERA Thailand in its first year has already begun to foster positive change in the practices and operations of many Thai institutes and enterprises.

The Business Advisory Center, the most complex of the AERA projects, was founded in order to provide Thai businesses with a consulting and training service for small and medium-sized enterprises (SMEs). The BAC helps SME managers identify weaknesses and improve business performance. In addition to its in-house consulting staff, BAC has access to a large database of volunteer executives and is able to offer clients expert assistance in a broad range of industries and business issues. These volunteers are identified and recruited in the United States by KIASIA's partner private voluntary organizations, International Executive Service Corps (IESC), Citizens for Democracy Corps (CDC) and ACDI/VOCA. A similar consulting service is being offered through the Thai Volunteer Consulting Service, which began operations in February of 2000. TVCS was introduced as a means to offer advisory assistance to smaller Thai enterprises expressing a preference for Thai rather than US consultants.

The Bank Training Program is aimed at providing Thai banks with training services to enable them to improve banking practices and foster skill development in line with the Royal Thai Government's banking reform program. BTP pairs client banks with training firms such as Deloitte Touche Tohmatsu and PricewaterhouseCoopers in cost-shared arrangements to facilitate improvements in individual banks, thereby strengthening the banking system and helping establish a solid financial base for the recovering economy.

The Business Support Organizations Partnership program develops partnerships between Thai and US organizations of similar purpose and scope in order to enhance communication and understanding and share knowledge and experience. These organizations are the professional associations, institutes, agencies and legal institutions that are essential to the proper operation of a free enterprise economy. In the first year of the program's operations, Thai organizations have benefited from interaction with such institutions as the American Bankruptcy Institute, the American Board of Industrial Hygiene, the US Small Business Association, and US universities. KIASIA's sister institution in the United States, the Kenan Institute of Private Enterprise at the University of North Carolina, Chapel Hill, identified and recruited the US partners for this project. BSOP partners organizations in a wide range of industries and disciplines in an effort to

transfer best practice skills and knowledge through cooperative relationships with American agencies.

The Border Action Against Malaria Project is in the preliminary stages of establishing pilot projects to aid border communities with prevention and control of drug-resistant malaria.

The AERA projects took place in an environment of gradual but uncertain economic recovery. Real GDP is estimated to have risen 4.6% but GDP was still below the level of 1996. Manufacturing production rose only 3.2% and many industries suffered from extensive over-capacity. The baht weakened to 43.5 baht to the dollar from an average of 37.8 in 1999. Although AERA projects may have assisted companies and provided the basis for continuing momentum on reform, the scale of activities was insufficient to have any noticeable macroeconomic impact.

For additional information regarding any of the programs under the AERA heading, please refer to the quarterly activity reports for the fiscal year 2000. Detailed reviews of quarterly activities are provided in each report and may be instrumental in gaining a fuller understanding of program missions and progress.

PROJECT REPORTS

Business Advisory Center (BAC)

The primary aim of the Business Advisory Center is to provide training and consulting services to Thai SMEs (small and medium sized enterprises). By drawing on the expertise of professionals experienced in both western management and local business customs and culture, the BAC lent assistance to SMEs through direct consultative services in various industries and also through seminars and workshops on a range of topics.

The program was begun with the objectives of assessing the problems of target companies and helping those companies to increase their gross margins through improvements to business planning, operational efficiency and marketing. Further objectives of the BAC were to provide linkages between Thai SMEs and both the Ministry of Industry's Economic Restructuring Program and the Bank of Thailand's Corporate Debt Restructuring Advisory Committee. Identifying systematic weaknesses and alerting the appropriate agencies constituted a primary concern in facilitating the steps to economic recovery. With the progression of the program and the gradual improvement of the Thai economy, the focus of the BAC's objectives shifted to promoting reform of business practices rather than recovery tactics.

The first year of operations allowed the BAC staff to develop an understanding of client trends and preferences that will contribute significantly to refining operational methods and focusing program goals in order to provide the most effective service to the client base as the program continues. In the first year, the BAC was able to narrow its clientele focus so as to attract those companies most likely to benefit from the program's assistance. After the initial experience with applicant companies, the program determined that those most likely to benefit from individual consulting attention were companies of medium size, employing at least 50 individuals and maintaining fixed assets between 20 and 200 million baht. These companies had management time and sophistication to absorb the advisory assistance provided by BAC. Smaller companies were found to have limits in their absorptive capacity, often because the owner or CEO was extremely busy.

The BAC's assistance in launching the Thai Volunteer Consulting Service (TVCS), a new AERA program intended to provide small companies with advisory services from Thai volunteer experts, further indicates that the program is well positioned to offer strong consultative service to Thai SMEs. In conjunction with the TVCS program, the BAC launched a radio show designed to target medium-sized enterprises and offer advice on a wide range of business topics.

Accomplishments

The first annual reporting period served as a learning and start-up phase for the program. An in-house staff of 20 consultants was recruited from both Thai organizations and the American MBA Enterprise Corps (MBAEC), which draws from the top 40 business

schools in the United States. Through subgrant agreements with three US private volunteer organizations – the International Executive Service Corps (IESC), the Citizens for Development Corps (CDC), and ACDI/VOCA – the Center maintains access to nearly 20,000 American volunteer experts. In-house consultants are typically assigned to smaller companies dealing with general business challenges, while clients that require greater technical expertise on specific problems are matched with volunteer executives from the pool of PVOs. Deloitte Consulting on a pro-bono basis helped to train the BAC consultants to improve internal practices, addressing such areas as client assessment skills, methodology strategies, and evaluation of consulting procedures.

Since the official inception of program operations on October 1, 1999, the Business Advisory Center provided consulting or training services to 135 Thai SMEs in and around Bangkok. The completion of 72 advisory projects in a wide range of industries constitutes the primary accomplishment of the BAC in its first annual reporting period. In addition to offering the direct consultative services of the BAC staff and volunteer executives to its clients, the program conducted a number of seminars and workshops for smaller companies, focusing primarily on the importance of developing a well-documented business plan. These seminars were introduced in response to the realization that some SMEs, either because of company size or the nature of the business problem, are ill suited to make good use of foreign expert consultants.

Originally offering consulting services in a broad range of industries (including textiles, pet toys, and plastic extrusion), the BAC was able to expand its resources over the course of the year to provide expert assistance in several more industries - tourism, energy, and machine tools. Positive client reviews revealed that the involvement of the BAC was instrumental in bettering SME performance by recommending and implementing measures to improve efficiency and production management, adopt strategic marketing, embrace information technology, and enhance general business practices.

In conjunction with the TVCS program, the BAC launched a radio program on FM 101 with the dual intention of providing advice on a range of business topics to call-in questioners and increasing publicity in order to attract clients from the target audience. The radio program offered counseling solutions to basic business challenges encountered by the SME community, covering such topics as business strategy, management issues, and maintaining competitiveness.

Attracting clients to participate in the BAC's services and seminar events, as well as recruiting executives to serve as volunteer experts is another accomplishment of the program. The level of interest expressed on the part of both applicants and volunteer experts suggests that the BAC has been successful at achieving its initial goal of extending its advisory services to the Thai SME community. Repeat requests for BAC services by [30] companies that had already received consultative assistance signify that the consultants' recommendations were beneficial to client business performance. The addition of clients and the expansion of the consultative services into new industries not only reflect the positive reception of the program into the Thai business community, they also represent the scope of the BAC's mission and capabilities.

Challenges

The BAC maintained high levels of client satisfaction despite experiencing significant internal transition. Dr. Saisawan Vadhanapanich was appointed as the program's new manager following the resignation of Mr. Chamnong Wattanagase, the first manager. Additionally, the BAC redesigned its own organizational structure, forming smaller working groups and improving internal business practices. In an effort to promote efficient and consistent service for clients, the original two-person groups (usually one American and one Thai) were expanded from larger groups to 3 or 4 members to give each group sufficient breadth of expertise to deal with a variety of problems. The slightly larger groups provided better peer assistance to the recent MBAEC recruits.

To address the problem of consultant turnover, the program introduced an effort to retain the MBAEC recruits by extending the contracts of two and repositioning a third. Reappointment of MBAEC volunteers is intended to prolong the involvement of experienced consultants and thereby continually offer the best staff with which to assist SME clients.

Throughout the period, continual improvements were adopted in order to better the internal practices of the BAC. An internal subcommittee was established to guide relationships and procedures with American PVOs and systems were developed for more attentively tracking the volunteer's arrival and improving communication during the volunteer's stay. A centralized filing system has been designed to document the engagement of each project from beginning to end.

Indicators

BAC Indicator Table #1

Intermediate Objective 1	Bank and Business Activity Restarted
Indicators	Total number of SMEs receiving AERA consulting assistance Increase in gross revenue
Unit of Measure	Number of firms assisted Average percentage change in gross revenue on the part of assisted firms
Source	Company records and company reports to BAC
Indicator Description	Current GDP growth projections for Thailand are in the 2.5% range. SMEs receiving AERA assistance are expected to perform at least twice as well and a target of 5% growth in total revenue has been set. One year after assistance, firms' revenue for the most recent quarter will be compared to the same quarter the previous year.

Year	Target # of Assisted SMEs Cumulative	Actual # of Assisted SMEs Cumulative	Actual Average % Increase
2000	20	116 ¹	31% ²

BAC Indicator Table #2

Intermediate Objective 1	Restart Bank and Business Activity
Indicator	Business plans or elements of business plans in use by SMEs receiving AERA assistance
Unit of Measure	Percentage of SMEs with current business planning
Source	Company follow-up reviews by BAC
Indicator Description	Each SME receiving assistance will be encouraged where appropriate to use business planning methodologies. The percentage of firms that continue to maintain that planning one year after assistance is projected at 50%

Year	Target	Actual
1999	0%	Baseline – 0
2000	50%	100% ³

¹ Including 40 for 1999

² 10 projects out of 32 respondents reported sales increase
16 projects reported no change in sales
3 projects reported sales decrease
3 projects did not reveal sales data

³ All of the 32 projects in year 2000 respectively either have business plans newly created or have existing plans in place.

Thai Volunteer Consulting Service (TVCS)

The creation of the Thai Volunteer Consulting Service in February of 2000 was largely a response to the growing demand of small companies for consultative assistance from Thai rather than American experts. This reflected both the ability of these companies to absorb assistance from foreign experts and the ability of foreign experts to address local issues such as domestic markets, HR problems and local sourcing problems. The program, developed with the assistance of the AERA Business Advisory Center (BAC), relies on volunteers recruited from a database of retired professionals and former civil servants to provide community businesses with “hands-on” consulting. Mr. Pree Buranasiri, a former Governor of the Housing Authority of Thailand, was brought in to manage this new service and utilize his wide network of contacts to recruit volunteers.

With progress in Thailand’s economic recovery, the mission of the TVCS program evolved over the reporting period. The program’s original objectives were to provide brief counseling to help sustain businesses faltering in the weak economy. By introducing initiatives such as the Mentoring Program, TVCS gradually shifted the focus of the program from survival and recovery to encouraging SMEs to adopt self-sustaining business practices and pursue competitiveness.

In anticipation of the 2002 ending of USAID funding, efforts were undertaken even in the introductory phase of TVCS to lay the foundations of establishing a permanent program closely integrated with the BAC that would be able to sustain its own operations. Plans were made to eventually adopt a policy of charging clients sufficient fees to maintain the program and expand the resources and scope of expertise.

The TVCS program represents a novel concept in Thai culture, as contributions to the public welfare are typically made in the form of monetary donation rather than participative involvement.

Accomplishments

Despite its recent inception, the TVCS program has experienced progress both in attracting clients and recruiting volunteer consultants. One major accomplishment of the year was the design and establishment of a database from which invitation letters and application forms could be systematically addressed to potential volunteer experts (VEs). By the end of the annual reporting period, the continual expansion of the database had resulted in the recruitment of 110 VEs offering expertise and skill in diverse fields of industry. Indicators of the early success of TVCS include both the expansion of the program’s database and the formation of a partnership with the Department of Industrial Promotion to create a common “consulting network and expert pool” from which to draw volunteer assistance. The steadily increasing number of volunteer commitments is indicative of the program’s successful recruiting and retention efforts.

Since its introduction in the first quarter of 2000, TVCS has shown progress in providing Thai SMEs with a range of consulting services. Early on, volunteer commitments were secured from experts in the fields of organization and general management, human resources management, marketing, manufacturing, and finance and banking. Originally intended to provide short-term business counseling, the program has evolved to offer a greater assortment of expertise and allow for more long-term relationships with clients, as needed. Over the course of the reporting period, volunteer experts were added in the fields of information technology and agro-business. The creation of the “Mentoring Program,” which focuses on accounting, management, and manufacturing, represents a significant accomplishment in forming lasting relationships between businesses and consultants. The Mentoring Program aims to strengthen the competitiveness of the Thai SMEs through self-sustaining business practices and competence in the new economy.

TVCS has continued to offer seminars and workshops designed especially for small companies. The most recurrent topic of these seminars is the importance of a business plan and the appropriate method of developing one. Strong business plans will enable SMEs to show their bankers, shareholders, and potential investors how they plan to achieve their business goals. The TVCS program has furnished the BAC with an in-house expert to assist with industry-specific consulting problems and routinely provides speakers to conduct talks on various subjects of interest, including the textile industry, export regulations, bankruptcy laws and other areas in which expert knowledge is particularly helpful. TVCS facilitates the mission of the BAC by furnishing such lecturers as requested.

Partnering with the BAC, TVCS has entered into joint sponsorship of a radio program, aired on FM 101, which aims to provide basic assistance to small businesses. The call-in show is a means both to offer “coaching and counseling” responses to business queries and also to promote the program’s services to the target business audience. The participation of local businesses in seminars, popular response to the radio show, and growing utilization of individual consultative services at increasing rates signify that both the concept and the program itself have been well received by the Thai business community. Positive reception of the BAC program by local Thai businesses is evidenced by the rates of attendance and participation in various TVCS offerings. All programs organized by TVCS, covering topics from Cash Flow Statement Analysis to Air dust Installation, have been attended by full house audiences. The popularity of the seminars and workshops offered throughout the year suggests that marketing and publicity efforts have been effective in securing the business public’s interest and drawing participants to TVCS events. In response to the popularity of the program’s early offerings, workshops and seminars are being expanded to include additional topics, including such current areas of interest as e-commerce and e-business.

Challenges

As TVCS represents a novel concept in Thai culture, promoting the idea of the program itself to both potential volunteers and the intended recipients was a challenge. With monetary contributions, donors are not directly involved in a project’s outcome, but in

the process of voluntary consulting, the volunteer and business owner must work together to make the effort a success. Although the principle of volunteer consulting is regarded as a viable approach to assisting SMEs, it has been challenging to recruit executives willing to devote themselves to the program. Quality control is another important issue. Since the experts are volunteers, it is difficult to ensure that all assignments are carried out as expected. Some volunteers have been reluctant to write up necessary reports. Others have missed appointments or requested that clients come to see them at places of their choosing rather than meeting on the company premises. Some volunteers are only willing to provide general advice rather than study a company's problem deeply and come up with detailed, well-researched solutions in collaboration with client management.

The task of designing and establishing a large database of potential VEs was a further challenge in the introductory stages of the TVCS. Public relations activities such as the distribution of brochures and the placement of newspaper advertisements were undertaken in order to attract interested experts. A radio campaign was launched inviting interested professionals to call for more information and submit applications.

Indicators

USAID did not recommend any specific indicators for the TVCS program.

Bank Training Program (BTP)

The improvement of the banking sector is of paramount importance in achieving economic recovery from the financial crisis. Infusing the financial sector with a system of stable and reliable business practices has been an essential element in leading Thailand out of economic vulnerability. Most observers include poor banking management, particularly in the areas of risk management, credit analysis and internal controls as important contributing causes of the crisis.

The AERA Bank Training Program is specifically designed to reform and improve Thai banking practices through practical training of key personnel needed to restore stability to the financial sector and aid the economic recovery of the region. The primary focus of the program is to assist both commercial and government banks with management and staff strengthening operations through training in areas of risk and credit management, debt restructuring, and responsibility accounting.

The broad objectives originally set forth by the Bank Training Program were narrowed over the course of the year to emphasize specific problem areas such as loan quality and risk management. In an effort to encourage banks to budget for a significant level of training, the BTP was designed as a cost-sharing program, wherein recipients would pay at least 20% of the costs in the first round of training and would be asked to contribute at least 40% to the cost of future training programs.

Accomplishments

Since the Bank Training Program was launched in February of 2000, it has met its objectives of improving governance and accounting methods among client institutions and developing viable training programs to assist banks with management and employee skill development. Five projects have been completed since the beginning of the program. In conjunction with the training and consultative services of contractors Deloitte Touche Tohmatsu and Development Alternatives, Inc., the BTP has successfully instilled in its client institutions better governance and management practices and also initiated training programs to promote the education of bank employees and SME customers. Over the course of the reporting period, the program's mission evolved to emphasize the provision of expert trainers on a cost-share basis to help Thai-owned banks prepare specific programs for updating staff to deal with issues that lead to financial crisis.

To date, the BTP has begun projects with nine different banks, and completed five of those, including trainings for The Industrial Finance Corporation of Thailand, Thai Military Bank, BankThai, Thai Farmers Bank and the Government Savings Bank, each of which was adapted to the client's particular requirements. The consumer-driven approach, in which individual programs are developed in response to the particular needs of each client, has been proven a highly effective method of implementing reforms in client institutions. Each program is tailored to meet the needs, priorities, and

sophistication of the different banks. The request by several banks - including Thai Military Bank, Export and Import Bank of Thailand, and Krung Thai Bank - for the BTP's assistance in auditing and improving their operations indicates both client satisfaction and the effectiveness of the program's involvement in improving banking operations. Krung Thai Bank has requested additional help to facilitate further improvements in its banking services. BTP has encouraged banks and other financial institutions to conform to higher standards of accountability, such as transparency in reporting, and to adopt internal training and auditing programs. The program has reached agreement with Krung Thai Bank, Thai Military Bank, and Bank of Ayudya to provide future training on risk management and how to improve loans to small businesses.

Formal evaluations from each of the client institutions indicate that the BTP has provided its customers with satisfactory service and initiated reforms that will enhance banking practices and make a real difference in the recovery of Thailand's economy. In each of the six projects completed in the final quarter of the period, the contractor rated the overall performance of the consultant as either "good," "very good," or "outstanding;" none of the consultants' performances were evaluated as less than "good."

In addition to the positive reviews garnered from client banks, the report from Deloitte Touche Tohmatsu's audit of BTP indicates that the program has been a worthwhile undertaking of AERA. In a report entitled "Money Well Spent," DTT praised the organization of the BTP, citing that the program had "achieved remarkable success" and resulted in "tangible benefits to Thailand's financial sector."

An indicator that the Bank Training Program has left a positive impact on the banking sector is the beginning of actual improvement of banking practices in client institutions and the ability of the banks benefiting from the BTP assistance to pass along their enhanced capabilities to SME customers. Bangkok Bank has introduced a training program especially for SMEs addressing the topic of writing business plans in order to become more capable and competitive business entities.

To supplement the personalized service provided to client banks, a common course is being developed through a cooperative effort between the Thai Institute of Banking and Finance and the American Banker's Association. This general program will feature the topic of retail banking and will be made accessible to all Thai banks.

Challenges

Start up challenges included setting up the process for solicitation, review approval and award of training contracts. KIAAsia staff had to deal with differing expectations of the banks and the training organizations. The staff worked closely with the USAID contracts officer in Phnom Penh who actually contracted with the training organizations. Although that process generally went smoothly, several project plans had to undergo post-award adjustments negotiated between the banks and the training providers to fully meet the banks' expectations. Training providers also had to build up the staff capacity to deliver training in the Thai language – particularly in those training sessions aimed at lower level

managers. These challenges have largely been met. The main future challenge is convincing banks to upgrade their internal training staffs and budget sufficient funds for future training to maintain the expertise gained and to spread that expertise more widely within the staff. Another challenge is to help banks develop mechanisms to ensure that the techniques taught in the training are actually used in practice. These challenges relate directly to the key performance indicators below that track the number of banks that implement new policies and procedures as a result of the training and the number of banks that conduct related training courses using their own staff and/or budget.

Indicators

BTP Table #1

Intermediate Objective 1	Corporate and Financial Governance Improved
Indicator	Policies, systems, or procedures adopted by the participating banks
Unit of Measure	Number of participating banks implementing new policies, systems or procedures
Source	<ul style="list-style-type: none"> ▪ Executive orders, implementing rules and regulations of the participating banks ▪ Reports from the participating banks
Indicator Description	1. Implementation of new procedures and systems related to the training courses, i.e. new Credit Policies or Credit Policy Manuals, Risk Management Procedures, Internal Control Systems, Responsibility Accounting Centers or Systems

Year	Target # of Banks Cumulative	Actual # of Banks Cumulative
1999	0	Baseline - 0
2000	4	4

BTP Table #2

Intermediate Objective 2	Corporate and Financial Governance Improved
Indicator	Training activities in related topics
Unit of Measure	Number of banks continuing training programs using concepts, skills and materials provided through AERA assistance
Source	Training units of the participating banks
Indicator Description	Number of banks conducting related courses, including development of the Manuals and Guidebooks developed to the Banks' training units

Year	Target # of Banks Cumulative	Actual # of Banks Cumulative
1999	0	Baseline - 0
2000	3	3

Business Support Organization Partnership (BSOP)

The Business Support Organization Partnership program contributes to sustainable economic recovery by helping to improve the performance of the associations, agencies and other organizations that support good standards of doing business. The method of doing this is through partnerships between Thai business support organizations and similar US institutions. Projects undertaken by the BSOP focus mainly on the key areas of improving business practices, developing transparent and effective capital and financial markets, and strengthening corporate governance.

The BSOP supports business governance and support organizations by matching Thai institutes with appropriate US organizations that have similar intentions and functions. These US organizations offer valuable “assets” in experience, technology, training materials, information systems, and procedures, through which to benefit the Thai organizations and assist the recovery and development of the Thai economy. These mutually beneficial, sustainable partnerships between Thai and US organizations are aimed at strengthening the regulatory and competitive environment, business standards, and good governance practices of the Thai private sector.

Accomplishments

A major accomplishment of the BSOP program in this reporting period has been to support the first steps towards effective partnerships between Thai and US organizations to facilitate the transfer of best practices to organizations in Thailand. BSOP provided grants to support the beginning of 12 partnerships between organizations of various disciplines, ranging from banking and bankruptcy institutes to occupational health and safety programs. The program supported improvements in organizations supporting better practices in banking, ethical behavior on the part of securities analysts, training for accountants, and improved tax policies. The sharing of experience and advice between business support organizations not only enhances the support system available to Thai enterprises but also facilitates awareness of Thai business issues by American institutions.

An improvement of the Thai business support organizations that have benefited from BSOP assistance is the primary indicator of the program’s success. A partnership between the Institution for SMEs in Thailand (ISMED) and the US Small Business Association contributed to improved capabilities on the part of the Thai institute in enhancing their support of international competitiveness. Cooperation between APICS and the Thailand Logistics and Production Society (TLAPS) provided training and assistance to promote the certification of Thai engineers. It is evident from the improvement of these organizations that matching Thai organizations with US counterparts has been beneficial in refining methods and enhancing skills in order to offer Thai enterprises better resources for business support. The BSOP’s ability to work efficiently in pairing organizations has produced noticeable results within the Thai business community.

The success of individual projects is determined according to the satisfaction of the partner organizations and the effectiveness of the partnership in transferring skills and encouraging the adoption of best practices and the development of enhanced programs to assist Thai businesses. In three of the partnerships implemented by the program, results have been so effective that further BSOP assistance has been sought for continuing the relationships and benefits stemming from the collaboration between US experts and recipient Thai organizations. The Thailand Rating and Information Services (TRIS) organization, TLAPS, and the Occupational Health and Safety Workers Association (OHSWA) have each pursued further collaboration with their respective American counterparts.

The BSOP provided 12 grants during the course of the year. The BSOP implemented a partnership between the Thailand Rating and Information Services organization and the International Executive Service Corps (IESC) to foster the provision of technical assistance in bond rating methodology and procedures and to help train Thai staff. The program helped establish a relationship between the Stock Exchange of Thailand and Mr. Robert B. Gilmore, an American expert and consultant, to assist the development of Thailand's derivative market and prepare the SET's staff for delivering new derivatives products.

In the area of improving governance and business practices, the American Accounting Association worked with the Institute of Certified Accountants and Auditors of Thailand (ICAAT) to upgrade the capabilities of Thai accounting instructors by developing teaching aids such as videos, manuals, and diskettes. A Standards of Practice Handbook, aimed at building up a strong ethics and professional standards program, was the product of a partnership between Thailand's Securities Analysts Association and the U.S. Association for Investment Management and Research (AIMR).

To help promote competitiveness, the BSOP implemented an APICS-TLAPS partnership to address development needs by providing expert assistance in the areas of logistics and supply chain management.

Challenges

One significant challenge of the BSOP program has been to determine which partnerships are most likely to endure after the end of the USAID funding. Even though significant value can be delivered without such sustainable partnerships, the program would like to build some links that will endure and thus continue to deliver benefit over the long term.

Staffing the BSOP program and developing a system of collaboration with Kenan Institute in Washington D.C. has also been a challenge in the beginning of the implementation phase.

Indicators

BSOP Table #1

Intermediate Objective 1	Corporate and Financial Governance Improved
Indicator	Policies, systems, or procedures adopted by participating partner organizations
Unit of Measure	Number of participating organizations implementing policies, systems, or procedures introduced or strengthened through the partnership fostered by the BSOP

Year	Expected Measures Cumulative	Actual
1999	0	Baseline - 0
2000	2	7

BSOP Table #2

Intermediate Objective 2	Financial and Corporate Governance Improved
Indicator	The number of long-term partnerships initiated and maintained
Unit of measure	Number of partnerships

Year	Expected Partnerships Cumulative	Actual
1999	0	Baseline - 0
2000	2	7

Border Action Against Malaria Program (BAAM)

Originally conceived under the heading “AERA Public Health Program,” the Border Action Against Malaria program works with a broad coalition of agencies to slow the emergence and spread of multi-drug resistant malaria. The BAAM project represents an ongoing effort to diminish the debilitating effects of the disease on rural communities by raising awareness of preventative measures and to decentralize treatment of the problem by equipping border communities with the capacity to treat cases of malaria.

The program has been introduced as part of a collaborative effort among several organizations to combat the spread of drug-resistant malaria throughout the region. BAAM is expected to contribute significantly to the broader Mekong Roll Back Malaria Initiative.

Accomplishments

The development and expression of a strategic framework with which to implement the project constituted the most important accomplishment of the BAAM program in its introductory stage. BAAM commenced with the recruitment of administrators to oversee the project, with Dr. Damrong Boonyoen appointed as Project Director, Mr. James Hopkins appointed as Project Coordinator, and Ms. Phungpit Kaewphet designated as Project Secretary. Over the course of the reporting period, the program realized a movement from strategic planning to operational planning in order to prepare for the 2001 implementation of monitoring and response initiatives developed in conjunction with the Malaria Division of the Ministry of Public Health.

The BAAM program was launched in May of 2000 and has since made headway in accomplishing its preliminary goals. With the initial focus understandably aimed at developing the project’s strategic foundations, early emphasis was placed on establishing linkages with other health-related organizations and fortifying the development of a tactical approach with which to confront the problem of drug-resistant strains of malaria. Collaboration with the World Health Organization resulted in the formulation of a draft for a national plan of action and a supportive relationship was developed with the Royal Thai Government National Malaria Control Programme to enhance efforts at slowing the emergence and spread of drug-resistant malaria along Thailand’s border areas.

Further strategic goals were accomplished with the installation of offices in both Bangkok and Chiang Mai and with the organization of a workshop to establish a system of sentinel surveillance that will extend into the border areas of Burma, Cambodia, and the Lao PDR. Consultative sessions were held with key members of the Malaria Division and Dennis Carroll, an official from USAID/Washington to prepare a preliminary plan of action for implementing Thailand’s Roll Back Malaria project. Incorporated in the plan of action were strategies for strengthening the capacity of primary schools to mobilize community action for the prevention and control of malaria in border regions.

Increasing numbers of field visits to pilot sites in the Mae Hongson and Tak provinces along the Thai-Burma border and the finalization of action plans and procedural considerations indicate that the early stages of the program have progressed in accordance with the expectations originally laid out for the BAAM project. BAAM facilitated a gathering between agencies focused on the prevention and control of malaria at which 53 representatives from such organizations as the Asian Cooperative Network for Training on Malaria, the Royal Thai Army Medical Department, and the United States Agency for International Development worked together to recommend strategies, activities, support requirements, and potential partner agencies for diagnosing and managing the disease.

Challenges

The start-up phase of the project presented the logistics challenge of organizing remote office facilities and acquiring adequate human resources to begin implementing the action plan. Computers and printers were obtained for the program administrators to facilitate planning and communication. The Project Coordinating Unit (PCU) was established at a research facility in Chiang Mai that had been constructed in the early 1980s with funds provided by the USAID Anti-Malaria Project. Following renovations and partitioning, an office for the Project Director was established at the Primary Health Care Office of the Ministry of Public Health in Bangkok. Due to lack of a project vehicle, difficulties were experienced in traveling to the remote areas where pilot activities take place. Arrangements were made with Vector-Borne Disease Control Office No. 2 to provide four-wheel-drive vehicles and drivers, but these vehicles were sometimes unavailable at the time needed.

Indicators

USAID recommended no specific indicators for the BAAM project.

Labor Standards Development Project (LSDP)

Late in the 2000 annual reporting period, a new AERA project was devised to focus on improving Thai business practices in order to boost global competitiveness. The Labor Standards Development Project, aimed primarily at improving the practices of the Thai manufacturing sector, was designed to educate, train, and disseminate information related to voluntary labor standards and international codes of conduct.

The project is intended to serve as an informative resource for educating Thai manufacturers, labor inspectors, and labor unions about the importance of emerging labor standards. LSDP's main function is to acquaint both the public and private sectors on the application of labor standards and codes of conduct. The project also has the capacity to conduct training programs and audits on compliance with labor standards.

The initial concentration of the project is to develop awareness of labor standards among the manufacturing sector and to introduce the concept of creating and maintaining a minimum standard of treatment for Thai laborers.

Accomplishments

With the cooperation of the US Embassy and the Ministry of Labor and Social Welfare, the Labor Standards Development Project has originated a work plan to initiate a series of workshops and training activities intended to benefit enterprises in the manufacturing sector. KIAAsia and the Kenan Institute in Washington D.C. collaborated on forming plans to develop a standardized training program on monitoring labor practices. The monitoring process will consist of a management interview, a general site overview, discussion sessions with individual workers, and an examination of payroll and accounting policies.

The curriculum for the training programs and workshops to be offered by the Labor Standards Development Project has reached finalization. The program has been instrumental in developing plans to introduce informative sessions on the importance of labor standards in achieving global competitiveness and sustainability in manufacturing and other industrial sectors.

During its first annual reporting period, LSDP, with the help of Business for Social Responsibility and Thammasat University, conducted a market basket survey of the garment and footwear industry. The report noted that the minimum daily wage was generally insufficient to pay for the average purchases of workers with families. Only by working a significant amount of overtime, could workers make ends meet. This finding highlighted an important issue in many voluntary labor standards – limitations on the amount of overtime that workers are allowed to earn. A representative from KIAAsia served as an advisor to the Thai Garment Manufacturer Association, helping to draft a human rights code for the garment industry. Also carried out during the reporting period were efforts to assist the US-based Social Accountability International organization

deliver a local training program on supplier compliance to the SA8000 Labor Standard and active support of OHSWA (Occupational Health and Safety at Work Association) and ABIH (American Board of Industrial Hygiene) in making progress to deliver the Certificate in Industrial Hygiene to Thailand.

Challenges

The first major challenge was to help the Thai Ministry of Labor to understand the difference between voluntary labor standards used by brand-name manufacturers and international standards – such as those established by the International Labor Organization. Another difficult issue was the relation between those standards and local labor laws. The project was also challenged to demonstrate to the domestic business sector that spending the money to meet voluntary labor standards would provide them with increased business. There were also difficulties in finding consultants in the United States capable of communicating this information to the Thai market. Because of this problem, KIAAsia decided to develop its own expertise by identifying, hiring and training Thai consultants.

Indicators

USAID made no recommendations for specific indicators for the Labor Standards Development Project.

Other Programs Conducted under AERA which are not managed by KIAAsia

Treasury Advisory Assistance Program

The US Treasury has been working closely with the Bank of Thailand in developing expertise in bank examinations.

Promoting Good Governance

A project for the promotion of good governance is in the preliminary stages of development. The Asia Program is coordinating a program to provide technical assistance on transparency and good governance for government organizations, particularly the National Anti-Corruption Commission. The program is expected to launch in the coming year.

SME Development Project (SIAM)

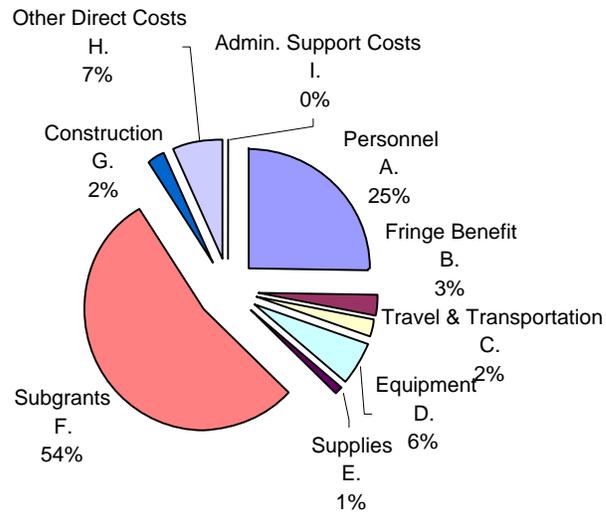
This project is being carried out by the US Chamber of Commerce with cooperation from the Thai Chamber of Commerce and the Federation of Thai Industries. The project is to identify, qualify and match Thai and U.S. companies with one another for trade and investment.

Constitutional Education for Citizens Active Participation Project (CE-CAP)

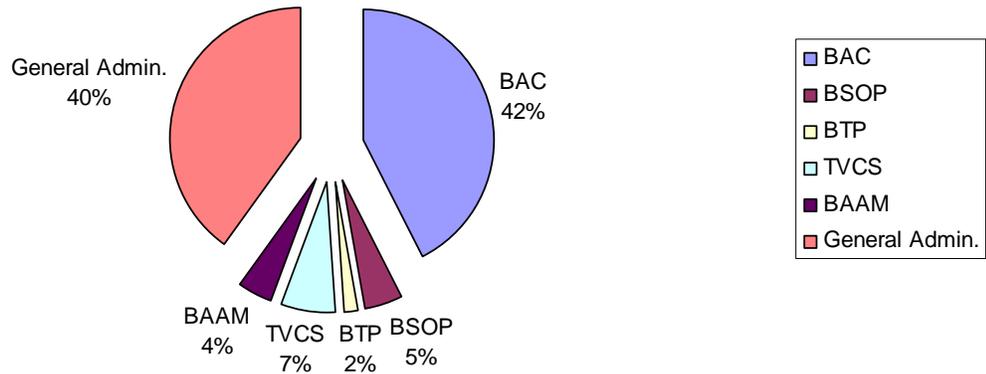
The King Prajadhipok Institute, The American Center for International Labor Solidarity (ACILS) and several Thai organizations are coordinating a program for various citizens groups on the new constitution.

The managers of these projects will submit their reports separately. Therefore they will not be included in this annual report for KIAAsia; however, details of their activities are included in the quarterly reports for KIAAsia.

Spending By Cost Category



Spending By Project



SUMMARY MATRICES BY PROJECT

BAC Project Matrix: 1999 – 2000 Fiscal Year

Company Name	Industry	Size	Status	Type	Focus	End Date	Customer Satisfaction
C.S. Engineering Autopart Co.,Ltd.	Electrical	Small	Complete	ITB	Operations		Satisfied
Deesawat Industry Co., Ltd.	Manufacturing	Medium	Complete	ITB	Operations		N.A.
Fedura Ltd.	Textiles and Footwear	Medium	Complete	ACDI/VOCA	Strategy		N.A.
Greensville Co.,Ltd.	Pharmaceutical Products and Cosmetics	Medium	Complete	Paid Support	R/D		Dissatisfied
Machanica Autosy Co.,Ltd.	Automotive	Small	Complete	TVCS	Accounting		N.A.
Macro Supply Co., Ltd.	Service	Small	Complete	ITB	Human Resources		Very Satisfied
NMT Ltd.	Other	Small	Complete	Not Confirmed	Operations		N.A.
SeaLand Casting and Machining Co., Ltd.	Automotive	Medium	Complete	ITB	Operations		Very Satisfied
Siam Electrical Manufacturer Co.,Ltd.	Electrical	Small	Complete	ITB	Marketing		N.A.
Siam Nissan Chiangrai Co., Ltd.	Automotive	Small	Complete	ITB	Human Resources		Satisfied
Siribun Shopping Center	Service	Medium	Complete	TVCS	Training		N.A.

SPM Feed Mill Co., Ltd.	Foods and Beverages	Medium	Complete	ITB	Not Confirmed		N.A.
VP Painting Parts Ltd.Part.	Automotive	Small	Complete	ITB	Marketing		Satisfied
Aerotek Co., Ltd.	Electrical	Small	Active	CDC	Marketing		N.A.
Agency for Real Estate Affairs	Real Estate	Small	Active	CDC	Training		N.A.
Asia Pacific Consultant Co.,Ltd.	Service	Small	Active	KIAsia	Human Resources		N.A.
Business Advisory Center	Service	Small	Active	KIAsia	Marketing		N.A.
C & A Products Co., Ltd.	Foods and Beverages	Medium	Active	Not Confirmed	Not Confirmed		N.A.
C & P Celadon Co., Ltd.	Household Goods	Small	Active	CDC	Not Confirmed		N.A.
C & P Celadon Co., Ltd.	Household Goods	Small	Active	ITB	Other		N.A.
Camera Corner Co.,Ltd.	Other	Medium	Active	Not Confirmed	Finance		N.A.
Chanwanich Security Printing Co., Ltd.	Printing and Publishing	Large	Active	CDC	Operations		N.A.
Data Paint and Chemical Co.,Ltd.	Chemical and Plastics	Small	Active	TVCS	Accounting		N.A.
GreenShut Natural Herb (Thailand) Co., Ltd.	Agribusiness	Small	Active	ITB	Accounting		N.A.
Juapanich	Foods and Beverages	Small	Active	ITB	Not Confirmed		N.A.

KP Top (1993)	Printing and Publishing	Small	Active	ITB	Operations		N.A.
KSK Auto Part Co., Ltd.	Automotive	Medium	Active	ITB	Strategy		N.A.
Kumnuanta Ltd. Part	Service	Small	Active	TVCS	Marketing		N.A.
Mae Fah Luang University	Other	Medium	Active	Not Confirmed	Not Confirmed		N.A.
Mitsu Nan Nakorn (999) Co., Ltd.	Automotive	Small	Active	ITB	Human Resources		N.A.
MT Alumet Co., Ltd.	Construction	Medium	Active	KIAsia	Operations		N.A.
Narumolthin School	Service	Small	Active	TVCS	Human Resources		N.A.
One Tambon One Product	Agribusiness	Small	Active	IESC	Marketing		N.A.
Pioneer Garment	Textiles and Footwear	Medium	Active	Not Confirmed	Not Confirmed		N.A.
Saeng Inter Laminet Co.,Ltd.	Other	Medium	Active	TVCS	Human Resources		N.A.
Saengrompo Auto Part Co., Ltd.	Automotive	Small	Active	ITB	Operations		N.A.
Shop Forty Nine Co., Ltd.	Household Goods	Small	Active	TVCS	Operations		N.A.
Siam Suppasinka Rungruang Co.,Ltd.	Other	Small	Active	TVCS	Strategy		N.A.
Siribun Shopping Center	Service	Medium	Active	TVCS	Operations		N.A.

Tanakul Lighting Co.,Ltd.	Electrical	Small	Active	PVO	Operations		N.A.
Teprathan Auto Supply Co.,Ltd.	Automotive	Small	Active	TVCS	Marketing		N.A.
Thai Agro Exchange Co.,Ltd.	Manufacturing	Small	Active	ACDI/VOCA	Strategy		N.A.
Thai Citric Acid Co.,Ltd.	Manufacturing	Medium	Active	Not Confirmed	Not Confirmed		N.A.
The Twin Lotus Hotel	Service	Large	Active	CDC	Marketing		N.A.
The Twin Lotus Hotel	Service	Large	Active	TVCS	Operations		N.A.
Thipchang Co.,Ltd.	Service	Medium	Active	In-House	Strategy		N.A.
Zannerini (Thailand) Co., Ltd.	Foods and Beverages	Small	Active	TVCS	Other		N.A.
Patar Lab Limited Partnership	Pharmaceutical Products and Cosmetics	Medium	Complete	TVCS	Marketing	30-Apr-99	N.A.
K.S. Food Industry Co., Ltd.	Foods and Beverages	Small	Complete	TVCS	Operations	25-Sep-99	Satisfied
3 Pac Commercial Co., Ltd.	Automotive	Small	Complete	In-House	Marketing	31-Dec-99	Satisfied
SIP Siam Inter Pacific Co., Ltd.	Foods and Beverages	Medium	Complete	In-House	Marketing	30-Jan-00	Satisfied
SIP Siam Inter Pacific Co., Ltd.	Foods and Beverages	Medium	Complete	ACDI/VOCA	Operations	20-Feb-00	Satisfied
J.S.V. Hardware Co., Ltd.	Manufacturing	Medium	Complete	In-House	IT	14-Mar-00	Satisfied

Apparel Avenue Co., Ltd.	Textiles and Footwear	Medium	Complete	CDC	Operations	28-Mar-00	N.A.
Onnicha Kindergarten	Service	Small	Complete	In-House	Strategy	16-Apr-00	N.A.
SIP Siam Inter Pacific Co., Ltd.	Foods and Beverages	Medium	Complete	In-House	Human Resources	18-Apr-00	Satisfied
Mae Hong Son Mountain Inn	Service	Medium	Complete	In-House	Strategy	26-Apr-00	N.A.
Agro Green	Agribusiness	Small	Complete	In-House	Marketing	30-Apr-00	N.A.
Lotus Leather & Trading Co., Ltd.	Manufacturing	Medium	Complete	In-House	Other	1-May-00	N.A.
3 Pac Commercial Co., Ltd.	Automotive	Small	Complete	In-House	IT	14-May-00	Satisfied
Collboy	Textiles and Footwear	Medium	Complete	In-House	Marketing	16-May-00	N.A.
Smart Diamond	Jewelry and Ornaments	Small	Complete	In-House	Finance	22-May-00	Satisfied
Pioneer Garment	Textiles and Footwear	Medium	Complete	CDC	Marketing	24-May-00	Satisfied
Dnicha Co., Ltd.	Construction	Small	Complete	CDC	Marketing	3-Jun-00	Dissatisfied
J.S.V. Hardware Co., Ltd.	Manufacturing	Medium	Complete	In-House	Marketing	6-Jun-00	N.A.
Thai Metro Industry	Manufacturing	Small	Complete	In-House	Marketing	6-Jun-00	Satisfied
WWW.THAISECONDHAND.COM	Other	Small	Complete	IESC	IT	6-Jun-00	N.A.

Thai Prasit Starch Company LTD.	Agribusiness	Medium	Complete	ACDI/VOCA	Operations	17-Jun-00	Satisfied
Siam Pulleys Industry Co., Ltd.	Manufacturing	Medium	Complete	In-House	Marketing	22-Jun-00	Satisfied
Pioneer Garment	Textiles and Footwear	Medium	Complete	In-House	Marketing	27-Jun-00	Very Satisfied
Sahachit Watana Plastic	Chemical and Plastics	Medium	Complete	CDC	Operations	27-Jun-00	Very Satisfied
Center Containers Co., Ltd.	Manufacturing	Medium	Complete	CDC	Operations	30-Jun-00	Very Satisfied
Pongchai Patana Co.,Ltd.	Service	Medium	Complete	In-House	Strategy	1-Jul-00	Satisfied
Siribun Shopping Center	Service	Medium	Complete	TVCS	Accounting	1-Jul-00	Satisfied
Nong Shaeng Sawmill 93 Co., Ltd.	Construction	Medium	Complete	In-House	Finance	9-Jul-00	Satisfied
A Group	Electrical	Medium	Complete	IESC	IT	21-Jul-00	Satisfied
Pontex Co., Ltd.	Textiles and Footwear	Medium	Complete	IESC	Strategy	21-Jul-00	Satisfied
SU Electronics Assembly Co., Ltd.	Electrical	Small	Complete	In-House	Human Resources	30-Jul-00	Very Satisfied
Pan Asia Industrial	Chemical and Plastics	Medium	Complete	In-House	Finance	1-Jul-00	N.A.
Thai-Aust Aluminium Co., Ltd.	Construction	Small	Complete	IESC	Operations	11-Aug-00	Satisfied
Siam Trang OA	Service	Small	Complete	In-House	Marketing	13-Aug-00	N.A.

Royal Canning Company, LTD.	Foods and Beverages	Large	Complete	ACDI/VOCA	Operations	15-Aug-00	Satisfied
Suksomboon Factory	Foods and Beverages	Small	Complete	In-House	Marketing	19-Aug-00	N.A.
Print Master Co., Ltd.	Manufacturing	Medium	Complete	IESC	Marketing	20-Aug-00	N.A.
BNS Wood Industry	Construction	Medium	Complete	In-House	Strategy	22-Aug-00	Satisfied
Thai Better Foods Co., Ltd.	Foods and Beverages	Medium	Complete	In-House	Other	22-Aug-00	N.A.
Evergreen Fabric	Textiles and Footwear	Medium	Complete	CDC	Operations	25-Aug-00	N.A.
Twin Lotus Co., Ltd.	Pharmaceutical Products and Cosmetics	Medium	Complete	In-House	Marketing	30-Aug-00	N.A.
Pongchai Patana Co.,Ltd.	Service	Medium	Complete	In-House	Operations	8-Sep-00	Satisfied
Sathaporn Marketing Co.,Ltd.	Other	Medium	Complete	TVCS	Accounting	17-Sep-00	N.A.
Thong Thai Huat	Service	Small	Complete	In-House	IT	25-Sep-00	Dissatisfied
Top Paint Perfect	Construction	Medium	Complete	In-House	Human Resources	29-Sep-00	Satisfied
A.G. Refining Co., Ltd.	Foods and Beverages	Small	Complete	In-House	Strategy	30-Sep-00	N.A.
S.I.P.Siam Pacific	Foods and Beverages	Medium	Complete	TVCS	Operations	30-Sep-00	Dissatisfied

**TVCS Project Matrix
Consulting Services to the Thai SMEs**

Type of Business	Sales Volume (M Baht)	No. of Employees	Scope of Assistance	Status
Coffee House	80 – 120	300	Procurement	Contracting
Block Rubber	> 200	150	Accounting System	Contracting
Furniture	80 – 120	100 – 150	Production Control	Contracting
Department Store	> 200	140	Accounting System	Consulting
Audio-visual and Lighting System	80 – 120	62	Financial Forecast	Consulting
Garment	120 – 200	400	Industrial Management	Consulting
Electronic and Audio Parts	120 – 200	150	Computer System	Consulting
Pulleys and Agricultural Spare Parts	80 – 120	265	Logistics	Consulting
Dog Chew Manufacturer	> 200	500	HR & Production Control	Consulting
Inland Transportation	> 200	260	Human Resource	Complete
Pharmaceutical	120 – 200	90	Production Control	Complete
Canned Food	< 10	55 - 75	Production and Marketing	Complete

BTP Project Matrix
Projects Completed: 1999 – 2000 Fiscal Year

Bank	Project Name	Update Status	Result or Next Step
Industrial Finance Corporation of Thailand	Risk Management	Training completed.	Increase knowledge of risk management. Bank rated program highly.
Thai Farmers Bank	Credit Management	Training completed.	Waiting for bank's report; preliminary reports have been good.
Government Savings Bank	Credit Management	Training completed.	Waiting for bank's report; verbal report was good.
BANKTHAI	Debt Restructuring Management	Training completed.	Waiting for bank's report; verbal report has been very good.
Thai Military Bank	Internal Control	Training completed.	Waiting for bank's report; verbal report has been very good.

Projects in Pipeline

Bank	Project Name	Update Status	Result or Next Step
Bangkok Bank	Train-the-trainers for small and medium enterprise business plan writing.	Instructors training began September 21 and ended September 30, 2000.	Three courses for consultant training will begin on October 2.
Siam Commercial Bank	Risk Management	Finished training and development; implementing training manual translation.	Preliminary reports have been very good.
Bank for Agriculture and Agricultural Cooperatives	Responsibility Accounting Center	DAI sent budget for amendment and instructor	Training to begin in October.

		approval to USAID.	
Government Housing Bank	Responsibility Accounting Center	Finished executive seminar with good result.	Train the trainers course will be held around middle of October.

Projects under Development

Bank	Project Name	Update Status	Result or Next Step
Krung Thai Bank	Introduction to Responsibility Accounting and Risk Management.	Project proposal was too late for 1999-2000 budget.	KIAsia is preparing bidding for 2000-2001 budget.
The Thai Institute of Banking and Finance Association	Retail Banking	Waiting for new process.	KIAsia is preparing bidding for 2000-2001 budget.

BSOP Projects Matrix
Large Grants

Project Name	Description	Objectives & Outcomes	Partners	Status
Standards of Practice Handbook (<i>Financial Governance</i>)	The Association for Investment Management and Research (AIMR) and the Securities Analysts Association (SAA) are promoting a code of ethics for the Thai corporate sector by translating and adapting AIMR's manual for the Thai environment.	To build up a strong ethics and professional standards program	SAA (Thai) and AIMR (US)	The contract between KIAAsia and SAA has been signed. SAA is now implementing the project.
Upgrading the Capability of Accounting Instructors (<i>Financial Governance</i>)	The Institute for Certified Auditors and Accounts of Thailand (ICAAT) is developing accounting instructional aids including video tapes, computer programs, and teacher's manuals to use in higher education with assistance from a US counterpart university.	Improved accounting standards particularly outside of Bangkok	ICAAT (Thai), US university	The contract between KIAAsia and ICAAT has been signed. Work has begun. The BSOP is looking for a US counterpart.
Comparative Study on Thailand's Saving and Investment Tax Policy (<i>Financial Governance</i>)	The study is to examine the impact of Thailand's present tax structure on the financial and capital markets from both economic and administrative aspects. The Security Exchange Commission of Thailand (SEC) asked for the Thai Development Research Institute with	More attractive tax provisions for investors	SEC, TDRI (Thai) and US counterpart	The contract has been signed. Work has begun.

	assistance from US experts to conduct the study.			
Bankruptcy Court Administration Program (<i>Financial Governance</i>)	The American Bankruptcy Institute (ABI) is providing technical assistance to the Thai Central Bankruptcy Court (CBC) in training and establishing systems to deal under the revised laws with the backlog of corporate bankruptcies.	To improve the capabilities of the CBC and develop a relationship between CBC and ABI	CBC, Thai Ministry of Justice, and ABI (US)	The US team of administrators came over to provide training in Thailand August 16-22, 2000.
Thai Bankers Handbook (<i>Corporate Governance</i>)	The Thai Institute for Banking and Finance Association (TIBFA) under a licensing agreement with the American Bankers Association (ABA).	Completion and use of handbook throughout Thailand	TIBFA and ABA	The contract between KIAAsia and TIBFA will be signed after the licensing agreement has been completed.

Small Grants

Project Name	Description	Objectives & Outcomes	Partners	Status
Technical Assistance for Thailand Rating Information Services (<i>Financial Governance</i>)	Technical assistance and training is to be given to TRIS by an expert sourced under the International Executive Service Corps (IESC) in the area of bond rating.	To strengthen Thai corporations' abilities to raise funds by improving the capabilities of TRIS in bond rating	TRIS (Thai) and IESC (US)	The project has been completed.
TRIS – Trip #2	To provide expert assistance from a US Private Volunteers Organization (PVO) to help TRIS in the area of credit rating methodologies and procedures, securitizations, and staff	To strengthen Thai corporations' abilities to raise funds by improving the capabilities of TRIS in credit rating methodologies and procedures,	TRIS (Thai) and CDC (US)	The BSOP is contacting the CDC to find out the US expert.

	training.	securitizations		
APICS-TLAPS Partnership (<i>International Competitiveness</i>)	To provide expert assistance from APICS to help the Thai Logistics and Production Society (TLAPS) in the area of logistics and supply chain management.	To establish long-term cooperation between TLAPS and APICS	TLAPS (Thai) and APICS (US)	The BSOP is providing financial support to TLAPS President and Advisor to attend APICS conference in Florida
International Auditor Fellowship Program (<i>Financial Governance</i>)	To provide financial support to the Office of the State Audit of Thailand (SAO) to send its staff to attend the GAO Fellowship program, which supports the goal of the International Organization of Supreme Audit Institutions (INTOSAI) to strengthen auditing and financial management practices and promote the sharing of information and experiences among Supreme Auditing Institutions (SAI) throughout the world.	To improve the capabilities of the SAO staff and develop a relationship between SAO and GAO	SAO (Thai) and GAO (General Accounting Office)	The BSOP is providing financial support to the SAO staff member, Mr. Phaisarn Vorasetsiri, to attend the GAO program in Washington D.C. from June 12 to October 27 of 2000.
The International Auditor Fellowship Program's Field Office Placement	The program is a continuation of the International Auditor Fellowship program and is designed to provide the participant with training that includes gaining practical experiences in designing and implementing audits.	To improve the capabilities of the SAO staff and develop a relationship between SAO and GAO	SAO and GAO	The BSOP is providing financial support to Mr. Phaisarn to participate in the GAO post-training program.
Land Assessors (<i>Financial Governance</i>)	To support technical assistance and training to improve land	Improve knowledge of assessors in Thai	Association of Thai	Executive from the Appraisal Foundation

	assessment capabilities in Thailand.	assessment organizations	Assessors and Appraisal Foundation (US)	came over to hold talks with key Thai organizations involved in the land assessment in late August.
Certificate for Occupational Health and Safety (International Competitiveness)	The Occupational Health and Safety at Work Association (OHSWA) of Thailand proposes to join the American Board of Industrial Hygiene (ABIH) to provide training and establish a certificate program.	To initiate training programs and establish a certificate program to comply with the new Labor ACT	OHSWA (Thai) and ABIH (US)	The BSOP provided financial support for the ABIH's Board Chair to deliver a seminar to the OHSWA on July 20 and 21, 2000 in Thailand.
SET Derivatives Program (Financial Governance)	To provide technical assistance and training to improve SET's knowledge of derivatives and systems to offer derivatives products.	To prepare the SET's staff for delivering of new derivatives products	SET (Thai), US partner	Mr. Robert B. Gilmore, an expert consultant, came to work with the Stock Exchange of Thailand (SET) on September 11-20, 2000.
Thai Credit Bureau (Financial Governance)	To promote the concept and use of credit bureaus in Thailand to the public, industry, and government.	Better knowledge on credit bureaus	Central Information System, US partner	The BSOP is providing financial support to Khun Samma of CIS to attend the credit bureau conference in San Francisco.

Projects in the Pipeline

Project Name	Description	Objectives & Outcomes	Partners	Status
The Office of the State Audit of Thailand (Financial Governance)	To provide technical assistance and on-the-job training, peer review, and classroom	Improved auditing procedures	Thai OAG and US partner	The Government Audit Training Institute (GATI) is designing a

	instruction to the SAO's staff; also to develop training materials for self-learning center, including updating the audit manual.			training program that will include US experts.
Enhance the Institution for SME in Thailand (International Competitiveness)	To strengthen the Institute for SME in Thailand's activities by partnering with the US Small Business Administration (SBA).	Improved capabilities of Institution.	ISMED/ATSM (Thai) and SBA (US)	Project development.
Thai Bond Dealing Center (Financial Governance)	To provide technical assistance to the Thai Bond Dealing Center in developing secondary bond market standards to build trust, accountability, and confidence in the market.	Improved secondary bond market standards	Thai BDC and US partner	Project development.
SET Junior Investor Program (International Competitiveness)	To provide technical assistance to promote and implement capital market education for young generation in Thailand in the area of economics, finances, and investment principles.	To form self-sustainable institution for capital market education after three years of incubation.	SET (Thai) and JAI (US)	The BSOP is reviewing the proposal.

BAAM Project Matrix: 1999 – 2000 Fiscal Year

Project/Activity	Objective	Status/Result
Human Resources	Recruit staff for Chiang Mai office.	Ms. Phungpit Kaewphet was employed as the Project Secretary for the Project Coordinating Unit in Chiang Mai.
Office Facilities	Establish offices from which to conduct program operations.	Project Coordinating Unit (PCU) was established at Vector Borne Disease Control Office #2 in Chiang Mai. A Bangkok office was established at the Primary Health Care Office of the Ministry of Public Health.
Strategic Planning	Work with representatives from the Malaria Division, WHO, and UNICEF to design multi-sectoral workshop/seminar to develop national strategic framework for Roll Back Malaria.	From July 24-26, 2000, BAAM facilitated multi-agency gathering of key stakeholders in malaria control with the “Thailand Roll Back Malaria Strategic Planning Workshop” in Chiang Mai.
Planning for Sentinel Surveillance	Collaboratively develop a model and work for monitoring drug resistant malaria in Thailand.	The September 2000 workshop resulted in a consensus of key agencies to collaborate in enhancing past efforts and expanding coverage of surveillance to establish a network using both in-vitro and in-vivo methods to monitor drug resistance by malaria clinics, government hospitals, academic and military research units in strategic sites on Thailand’s borders.